

## **USDA Foreign Agricultural Service**

# **GAIN Report**

Global Agriculture Information Network

Template Version 2.09

Required Report - public distribution

Date: 5/16/2008

**GAIN Report Number:** AR8023

# Argentina Fresh Deciduous Fruit Semi-Annual 2008

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# **Report Highlights:**

The Argentine fresh deciduous fruit crop for Calendar Year (CY) 2008 is expected to drop to 1.84 million metric tons (MT). Total exports are forecast to decrease to 765,000 MT as lower fruit production is expected for CY 2008 due to the unusually cold winter. Domestic consumption is expected to drop to 320,000 MT. Imports will continue at negligible level.

Includes PSD Changes: Yes Includes Trade Matrix: No Semi-Annual Report Buenos Aires [AR1]

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#### Section I. Situation and Outlook

#### Production

Post estimates a total fresh deciduous fruit production of 1.84 million metric tons (MT) in CY 2008. That is a 6 percent decrease due to severe frost damage. According to industry sources, quality has also been affected by low temperatures during the winter of 2007.

Table 1. Fresh Deciduous Fruits Total Production							
	CY 2006		CY	CY 2007		CY 2008	
	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	
Apples	34,500	1,040,000	34,500	1,100,000	34,500	990,000	
Pears	25,600	710,000	25,600	720,000	25,600	700,000	
Table Grapes	10,000	120,000	10,300	140,000	10,400	150,000	
Total	70,100	1,870,000	70,400	1,960,000	70,500	1,840,000	

CY 2008 apple crop is forecast to decrease 9 percent to 990,000 MT as the yield of the most widespread variety, Red Delicious, is expected to drop 30 percent.

Table 2. Apple Production								
	CY 2006		CY 2007		CY 2008			
	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)		
Mendoza	4,500	110,000	4,500	100,000	4,500	70,000		
Southern Valley	30,000	930,000	30,000	1000,000	30,000	920,000		
Total	34,500	1,040,000	34,500	1,100,000	34,500	990,000		

Fresh pear production for CY 2008 is estimated to have decreased to 700,000 MT. Decreases in both the Bartlett and Anjou varieties were not offset by the increase in the Packham variety. According to sources in the industry, CY 2008 will not be a very good year in terms of volume and quality due to the effect of the frosts.

Table 3. Pear Production								
	CY 2006		CY	2007	CY 2008			
	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)		
Mendoza	4,600	110,000	4,600	100,000	4,600	100,000		
Southern Valley	21,000	600,000	21,000	630,000	21,000	600,000		
Total	25,600	710,000	25,600	730,000	25,600	700,000		

Table grapes production in CY 2008 is estimated at 150,000 MT. Table grapes production in CY 2007 totaled 140,000 MT. San Juan province produced 110,000 MT while the provinces of Mendoza and Rio Negro produced 8,000 MT and 12,000 MT, respectively.

Table 4. Table Grapes Production							
	CY 2006		CY 2007		CY 2008		
	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	Area (Ha)	Production (MT)	
Total	10,300	120,000	10,300	140,000	10,300	150,000	

# **Concentrated Apple Juice**

Concentrated Apple Juice (CAJ) production in CY 2008 is expected to fall to 60,000 MT as less fruit will be available for processors.

## **Domestic Consumption**

Domestic consumption of apples in CY 2008 is expected to fall to 170,000 MT due to the effect of a poorer harvest. Domestic pear consumption is estimated to decrease to 100,000 MT due to favorable international prices that encourage exports. Domestic consumption of table grapes is expected to increase to 50,000 MT as larger number of trees entered production.

#### **Trade**

Post estimates overall fresh deciduous fruit exports for CY 2008 to drop to 750,000 MT due to a shortage in supply of apples and pears.

Apple exports in CY 2008 are forecast to decrease to 250,000 MT due to a poorer crop. CAJ exports are expected to fall as less fruit will be available for processors. Also, pear exports are expected to fall to 440,000 MT due to quality reasons. Fresh table grapes exports will not change from CY 2007 with volumes at 60,000 MT.

Pear exports in the first three months of CY 2008 decreased slightly to 250,000 MT. During CY 2007, the Russian Federation increased purchases from 50,000 MT to 64,000 MT, but exports to the United States plunged 40 percent as a result of shipping delays due to a pickers strike in the beginning of the CY 2008 season. In value terms, pear exports during the first third of CY 2008 increased to US\$164 million due to higher international prices. Apple exports from January to March 2008 also decreased in volume to 80,000 MT (20 percent regarding Jan-Mar 2007). However, in dollar terms, these exports remained at US\$55 million. The volume of table grape exports remained unchanged at 58,000 MT during the period from Jan-Mar 2008, while their total export value increased in this same period to US\$71 million.

In CY 2007, overall fresh deciduous fruit exports increased 11 percent with respect to CY 2006 to 796,000 MT. Fresh deciduous fruit exports for CY 2006 were 706,000 MT, 8 percent less than the 714,000 MT (US\$383 million) exported in CY 2005. Total fresh deciduous fruit exports declined in CY 2006 in volume but not in value, which was US\$401 million due to higher international prices.

Table 5. Fresh Deciduous Fruit Exports							
Partner	200	5	200	6	20	07	
Country	USD	MT	USD	MT	USD	MT	
World	382,784,073	766,155	401,101,127	706,198	489,467,722	795,850	
E.U.	187,412,283	360,446	176,653,022	287,711	191,685,821	300,674	
Russia	79,763,567	170,462	73,757,209	14,5553	96,638,431	174,200	
Brazil	66,844,400	141,046	94,612,039	16,8570	115,815,151	179,481	
United States	26,628,953	49,603	25,913,841	46,974	38,477,902	64,647	
others	22,134,870	44,598	30,165,016	57,390	46,850,417	76,848	

Apple exports in CY 2007 were 283,000 MT, 16 percent more than in CY 2006 as a result of better quality and the increased production of the Gala variety, which is highly demanded in principal export markets such as the EU. Total apple exports for CY 2006 are estimated at 237,000 MT and valued at US\$117 million. The EU purchased 100,000 MT valued at US\$50 million followed by Brazil with 59,000 MT valued at US\$31 million and the Russian Federation with 52,000 MT valued at US\$23 million. In CY 2006 apple exports to the United States were for 1,500 MT valued at US\$813,000.

Table 6. Fresh Apples Exports								
Partner	2005	5	200	6	200	7		
Country	USD	MT	USD	MT	USD	MT		
World	125,265,947	273,624	116,646,444	237,290	157,929,159	283,067		
E.U.	61,652,203	12,5819	49,828,508	95,759	64,446,296	110,365		
Brazil	23,378,200	52,749	30,681,084	58,591	35,143,923	58,352		
Russia	29,040,174	68,399	22,640,406	51,498	34,771,599	67,319		
United States	70,2870	1,323	812,718	1,471	283,3851	4,499		
Others	10,492,500	25,334	12,683,728	29,971	20,733,490	42,532		

Pear exports increased to 454,000 MT in CY 2007 due to strong demand and high international prices. In CY 2006, pear exports were 396,000 MT, an 8 percent decrease as a result of lower quality fruit available for export. This decrease would have been higher if not for the larger than expected harvest.

Table 7. Fresh Pears Exports								
Partner	200	5	200	6	200	7		
Country	USD	MT	USD	MT	USD	MT		
World	208,871,994	440,570	210,816,662	395,945	269,499,810	454,005		
E.U.	89,928,972	19,8398	76,187,738	145,160	90,083,694	157,224		
Brazil	41,251,138	84,938	59,218,653	104,061	73,359,061	112,901		
Russia	42,307,268	92,185	35,722,831	77,097	49,521,368	94,991		
United States	25,684,553	48,019	25,082,905	45,476	35,480,243	59,967		
Ohters	9,700,063	17,030	14,604,535	24,151	21,055,444	28,922		

Table 8. Fresh Grapes Exports								
Partner	200	)5	200	)6	2	2007		
Country	USD	MT	USD	MT	USD	MT		
World	48,646,132	51,961	73,638,021	72,963	62,038,753	60,000		
E.U.	35,831,108	36,229	50,636,776	46,792	37,155,831	33,000		
Brazil	2,215,062	3,359	4,712,302	5,918	7,312,167	8,000		
Russia	8,416,125	9,878	15,393,972	16,958	12,345,464	12,000		
United States	241,530	261	1,8218	27	163,808	180		
others	1,942,307	2,234	2,876,753	3,268	5,061,483	6,820		

CAJ exports for CY 2007 decreased slightly from the previous year to 58,000 MT. The value of exports increased to US\$64 million due to higher international prices. In CY 2006 CAJ exports were 60,000 MT (US\$54 million) similar levels to CY 2005 when CAJ exports were 65,000 MT (US\$47 million) of which 64,000 MT (US\$46 million) was shipped to the United

States. Historically, Argentina has exported nearly 97 percent of its national production of CAJ.

Table 9. Concentrated Apple Juice Exports								
	Ca	lendar Yea	ar: 2005 - 20	007				
Partner Country	200	)5	200	)6	200	7		
Faither Country	USD	MT	USD	MT	USD	MT		
World	46,692,769	64,979	53,887,628	60,168	63,651,830	57,857		
United States	45,513,474	63,532	50,585,170	56,646	59,860,102	54,494		
Russia	287,700	420	1,494,426	1,679	672,006	686		
E.U.	423,526	426	325,707	258	625,959	382		
	46,224,700	64,378	52,405,303	58,583	61,158,067	55,562		
Others	468,069	601	1,482,325	1,585	2,493,763	2,295		

Imports of apples, pears, and CAJ in CY 2006 and CY 2007 were insignificant and this trend is expected to continue since Argentina is a net exporter of those three commodities. However, imports of table grape have been significantly larger in the last three years with values ranging from US\$800,000 in CY 2005 and CY 2006 to 1.3 million in CY 2007. Imports came mainly from Brazil and Chile.

# **Import and Export Regulations**

Table 10. Fresh Apples (0808.10) and Pears (0808.20)					
Outside the Mercosur Area					
Import Tariff (%)	10.00				
Statistical Tax (%)	0.50				
Export tax (%)	10.00				
Rebate (%)Cases containing between 2.5 Kg. and 20 Kg. Cases containing 2.5 Kg. or less	5.00 6.00				
Within the Mercosur Area					
Import tariff (%)	0.00				
Export tax (%)	10.00				
Rebate (%) Cases containing between 2.5 and 20 kg. Cases containing 2.5 kg. or less	5.00 6.00				

Table 11. Fresh Table Grapes (0806.10)	
Outside the Mercosur Area	
Import Tariff (%)	10.00
Statistical Tax (%)	0.50
Export tax (%)	10.00
Rebate (%)Cases containing between 2.5 Kg. and 20 Kg. Cases containing 2.5 Kg. or less	4.50 6.00
Within the Mercosur Area	
Import tariff (%)	0.00

Export tax (%)	10.00
Rebate (%) Cases containing between 2.5 and 20 kg.	5.00
Cases containing 2.5 kg. or less	6.00

Table 12. Concentrated Apple Juice (2009.79)							
Outside the Mercosur Area							
Import Tariff (%)	14.00						
Statistical Tax (%)	0.50						
Export tax (%)	5.00						
Rebate (%) Containers larger than 1 liter Containers of 1 liter or less	4.05 6.00						
Within the Mercosur Area							
Import tariff (%)	0.00						
Export tax (%)	4.05						
Rebate (%) Containers larger than 1 liter Containers of 1 liter or less	5.00 6.00						

## **Factors Affecting Industry Structure**

#### **Varieties**

Among the bicolor apples, only some Gala and Braeburn clones have succeeded in Argentina. Others like Fuji, Jonagold and Elstar did not adapt to the ecological conditions. Among the yellow apples, Golden Delicious is the classic variety. Although it adapted well to the Argentine production conditions, this variety has lost popularity due to market problems. Among the red varieties, Red Delicious is the most widespread variety in Argentina. Since it is sterile, this variety must be crossed with other varieties such as Gala, Fuji, Elstar, Golden Delicious, Granny Smith, Jonathan and Ozarkgold. In Argentina, many Red Delicious clones such as Starkrimson, Red Chief, Hi Early, Top Red Delicious, Oregon Spur, or Red King Oregon and Cooper 8, have been adopted. The second most important apple variety in Argentina is Granny Smith with 20 percent of the planted area.

Among the most popular Pear varieties is the Bartlett variety covers 35 percent of the Argentine pear production followed by the Packham's Triumph variety. Finally among the less important varieties are: Red Sensation, Red Bartlett, Beurré D'Anjou, Red Anjou, Abate Fetel (Abbé Fetel), Conference, General Leclerc, Forelle.

#### **Prices**

The Red Delicious variety (the most popular in Argentina) is currently found in stores at US\$1.3 - US\$1.9 per kilo depending on the size and the grocery store.

Table 13. Retail Prices (US\$/Kg.) (2008/04/28 -2008/05/04)								
Variety Price (US\$/Kg)								
Pears	Bartlett	0.94 -1.6						
Apples	Red Delicious	1.3 –1.9						
	Granny Smith	1.3 -1.9						
	Royal Gala	1.03 – 1.3						
	Pink Lady	1.9						

Source: Secretariat of Fruit Production of Rio Negro Province (www.sefrn.gov.ar)

Price information in these tables below have been developed using official data from the National Institute for Statistics and Census (INDEC) (A government Agency) and the Buenos Aires Central Market for fruits and vegetables.

Domesti	Table 14. Apples and Pears, Fresh Domestic Wholesale Prices for all Varieties (US\$/kg.)										
	200			2007			2008				
	Pears	Apples	Pears	Apples	Grapes	Pears	Apples	Grapes			
January	0.43	0.57	0.52	0.49	0.58	0.68	0.83	0			
February	0.32	0.50	0.40	0.53	0.44	0.51	0.84	0.63			
March	0.29	0.34	0.34	0.38	0.37	0.44	0.73	0.56			
April	0.28	0.33	0.36	0.40	0.45	0.48	0.78	0.59			
May	0.30	0.41	0.42	0.45	0.51						
June	0.37	0.44	0.38	0.46	0.49						
July	0.41	0.50	0.42	0.52	0.56						
August	0.49	0.49	0.43	0.50	0						
September	0.63	0.53	0.48	0.54	0						
October	0.65	0.55	0.54	0.59	0						
November	0.68	0.62	0.59	0.65	0						
December	0.00	N/A	0.62	0.72	0						
Annual average	0.44	0.48									

Source: Buenos Aires Central Market (<a href="www.mercadocentral.com.ar">www.mercadocentral.com.ar</a>)

Table 15. Apples, Fresh, Red Delicious Variety Domestic Retail Prices (US\$/Kg.)									
	2004	2005	2006	2007	2008				
January	0.85	0.84	1.12	1.07	0.99				
February	0.82	0.77	0.88	1.04	0.89				

March	0.69	0.68	0.74	0.89	0.75
April	0.67	0.64	0.71	0.89	0.76
May	0.65	0.65	0.70	0.79	
June	0.66	0.66	0.73	0.80	
July	0.66	0.68	0.75	0.81	
August	0.67	0.68	0.77	0.84	
September	0.70	0.71	0.84	0.84	
October	0.76	0.70	0.92	0.87	
November	0.77	0.78	1.04	0.91	
December	0.80	0.82	1.09	0.95	
Annual Average	0.72	0.72	0.86		

Source: The National Institute for Statistics (INDEC – <a href="www.indec.gov.ar">www.indec.gov.ar</a>)

Section II. Statistical Tables

PSD Table												
Country		Argentina										
Commodity			Apples	, Fresh			(HA)(1000 TREES)(MT)			)		
	l	2005 Revised			2006 Estimate			2007 Forecast	,	UOM		
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New			
Market Year Begin		01/2006	01/2006		01/2007	01/2007		01/2008	01/2008	MM/YYYY		
Area Planted	35	35	35	35	35	35	35	35	35	(HA)		
Area Harvested	30	30	30	30	30	30	30	30	30	(HA)		
Bearing Trees	21000	21000	21000	21000	21000	21000	21000	21000	21000	(1000 TREES)		
Non-Bearing Trees	3000	3000	3000	3000	3000	3000	3000	3000	3000	(1000 TREES)		
Total Trees	24000	24000	24000	24000	24000	24000	24000	24000	24000	(1000 TREES)		
Commercial Production	1040000	1040000	1040000	1100000	1100000	1100000	1000000	1000000	990000	(MT)		
Non-Comm. Production	0	0	0	0	0	0	0	0	0	(MT)		
Production	1040000	1040000	1040000	1100000	1100000	1100000	1000000	1000000	990000	(MT)		
Imports	100	100	100	150	150	150	0	0	0	(MT)		
Total Supply	1040100	1040100	1040100	1100150	1100150	1100150	1000000	1000000	990000	(MT)		
Fresh Dom. Consumption	173100	173100	173100	190150	190150	190150	180000	180000	170000	(MT)		
Exports, Fresh	237000	237000	237000	270000	270000	270000	250000	250000	250000	(MT)		
For Processing	630000	630000	630000	640000	640000	640000	570000	570000	570000	(MT)		
Withdrawal From Market	0	0	0	0	0	0	0	0	0	(MT)		
Total Distribution	1040100	1040100	1040100	1100150	1100150	1100150	1000000	1000000	990000	(MT)		

Prices Table									
Country		Argentina							
Commodity		Apples, Fresh							
Prices in	US\$ FOB	per uom	MT						
Year	2006	2007	% Change						
Jan	560	546	-3%						
Feb	520	548	5%						
Mar	460	536	17%						
Apr	480	544	13%						
May	500	569	14%						
Jun	490	556	13%						
Jul	450	555	23%						
Aug	470	562	20%						
Sep	490	579	18%						
Oct	520	627	20%						
Nov	552	647	17%						
Dec	555	673	21%						
Exchange Rate	3.18	Local Currency/US\$							
Date of Quote	05/12/2008	MM/DD/YYYY							

	PSD Table											
Country		Argentina										
Commodity		Apple	Juice,	Concei	ntrated			(MT)				
		Revised	2005		2006 Estimate			007 ecast				
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New			
Market Year Begin		01/2006	01/2006		01/2007	01/2007		01/2008	01/2008			
Deliv. To Processors	630000	630000	630000	640000	640000	640000	570000	570000	570000			
Beginning Stocks	13933	13933	13933	11333	11333	11333	3633	3633	3633			
Production	60000	60000	60000	62000	62000	62000	60000	60000	60000			
Imports	400	400	400	300	300	300	0	0	0			
Total Supply	74333	74333	74333	73633	73633	73633	63633	63633	63633			
Exports	60000	60000	60000	67000	67000	67000	60000	60000	60000			
Domestic Consumption	3000	3000	3000	3000	3000	3000	3000	3000	3000			
Ending Stocks	11333	11333	11333 11333 3633 3633 3633 633 633						633			
Total Distribution	74333	74333	74333	73633	73633	73633	63633	63633	63633			

Prices Table									
Country	Argentina								
Commodity	Apple Juice, Concentrated								
Prices in	US\$ FOB	per uom	MT						
Year	2006	2007	% Change						
Jan	715	924	29%						
Feb	744	895	20%						
Mar	787	969	23%						
Apr	863	979	13%						
May	861	1021	19%						
Jun	920	1104	20%						
Jul	903	1100	22%						
Aug	944	1168	24%						
Sep	934	1196	28%						
Oct	361	1114	209%						
Nov	924	1328	44%						
Dec	916	1266	38%						
Exchange Rate	3.18	Local Currency/US \$							
Date of Quote	05/12/2008	MM/DD/YYYY							

	PSD Table											
Country		Argentina										
Commodity			Pears	Fresh	]			(HA)(1000	TREES) (M	T)		
		2005 Revised			2006 Estimate			2007 Forecast		UOM		
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New			
Market Year Begin		01/2006	01/2006		01/2007	01/2007		01/2008	01/2008	MM/YYYY		
Area Planted	26	26	26	26	26	26	26	26	26	(HA)		
Area Harvested	22	22	22	22	22	22	22	22	22	(HA)		
Bearing Trees	22000	22000	22000	22000	22000	22000	22000	22000	22000	(1000 TREES)		
Non-Bearing Trees	4000	4000	4000	4000	4000	4000	4000	4000	4000	(1000 TREES)		
Total Trees	26000	26000	26000	26000	26000	26000	26000	26000	26000	(1000 TREES)		
Commercial Production	710000	710000	710000	730000	730000	730000	730000	730000	700000	(MT)		
Non-Comm. Production	0	0	0	0	0	0	0	0	0	(MT)		
Production	710000	710000	710000	730000	730000	730000	730000	730000	700000	(MT)		
Imports	70	70	70	50	50	50	50	50	0	(MT)		
Total Supply	710070	710070	710070	730050	730050	730050	730050	730050	700000	(MT)		
Fresh Dom. Consumption	114000	114000	114000	110050	110050	110050	120050	120050	100000	(MT)		
Exports, Fresh	396000	396000	396000	450000	450000	450000	440000	440000	440000	(MT)		
For Processing	200070	200070	200070	170000	170000	170000	170000	170000	160000	(MT)		
Withdrawal From Market	0	0	0	0	0	0	0	0	0	(MT)		
Total Distribution	710070	710070	710070	730050	730050	730050	730050	730050	700000	(MT)		

Prices Table									
Country	Argentina								
Commodity		Pears, Fresh							
Prices in	US\$ FOB	per uom	MT						
Year	2006	2007	% Change						
Jan	505	553							
Feb	498	550	10%						
Mar	500	564	13%						
Apr	529	566	7%						
May	545	560	3%						
Jun	574	643	12%						
Jul	621	714	15%						
Aug	613	735	20%						
Sep	673	746	11%						
Oct	716	845	18%						
Nov	842	972	15%						
Dec	919	996	8%						
Exchange Rate	3.18	Local Currency/US\$							
Date of Quote	05/12/2008	MM/DD/YYYY							

PSD Table										
Country	Argentina									
Commodity		Gra	pes, Ta	able, F	resh					
	2005 Revised			2006 Estimate			2007 Forecast			UOM
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	
Market Year Begin		01/2006	01/2006		01/2007	01/2007		01/2008	01/2008	MM/YYYY
Area Planted	10000	10000	10000	10300	10300	10300	10400	10400	10400	(HA)
Area Harvested	9500	9500	9500	9500	9500	9500	9500	9500	9500	(HA)
Commercial Production	120000	120000	120000	140000	140000	140000	150000	150000	150000	(MT)
Non-Comm. Production	0	0	0	0	0	0	0	0	0	(MT)
Production	120000	120000	120000	140000	140000	140000	150000	150000	150000	(MT)
Imports	0	0	0	0	0	0	0	0	0	(MT)
Total Supply	120000	120000	120000	140000	140000	140000	150000	150000	150000	(MT)
Fresh Dom. Consumption	45000	45000	45000	47000	47000	47000	50000	50000	50000	(MT)
Exports, Fresh	52000	52000	52000	73000	73000	73000	75000	75000	75000	(MT)
For Processing	23000	23000	23000	20000	20000	20000	25000	25000	25000	(MT)
Withdrawal From Market	0	0	0	0	0	0	0	0	0	(MT)
Total Distribution	120000	120000	120000	140000	140000	140000	150000	150000	150000	(MT)

Prices Table									
Country	A								
Commodity	Crance Table Fresh								
Prices in	US\$ FOB	per uom	MT						
Year	2006	2007	% Change						
Jan	1003	1034	3%						
Feb	954	1031	8%						
Mar	980	967	-1%						
Apr	829	930	12%						
May	749	679	-9%						
Jun	871	737	-15%						
Jul	0	211							
Aug	0	0							
Sep	0	0							
Oct	0	0							
Nov	1306	0	-100%						
Dec	1085	1261	16%						
Exchange Rate	3.18	Local Currency/US \$							
Date of Quote	05/12/2008	MM/DD/YYYY							